



LENDER NEWS

A Publication of the Des Moines District Office and Cedar Rapids Branch Office

March, 2006

From the District Director's Desk

Opportunities for Information and Education

Dear Lender:

With spring just around the corner, the construction season will soon be gearing up and many of your small business customers may be thinking of expansion. The SBA's 504 Fixed-Asset program is a great tool for you to use in providing them the financing they need. There will be several opportunities throughout the state for you to learn more about the 504 Program and we encourage you to check them out.

We'd like to thank those of you who joined us for our recent roundtable discussions. This past week we completed the twelfth of these sessions. They have provided lenders and economic development leaders the opportunity to hear from the providers of programs and services, giving them a complete toolbox for assisting the small businesses in their local communities.

We have four sessions remaining. They are March 22 in Muscatine in the morning and Clinton in the afternoon and March 23 in Marion in the morning

and Marshalltown in the afternoon. We look forward to seeing those of you who are near these locations.

As stated last month, we are planning teleconference/Web Internet sessions on our E-Tran electronic interface. We will also be doing a session for new Express and Community Express lenders to guide them through those first loan submittals. More information will be forthcoming.

Congratulations to our 2006 Small Business Week Award winners. Please take a moment of your time to recognize these winners and extend appreciation to the small businesses of your community. Their contributions are immeasurable. We also extend our thanks to those who nominated this year's winners.

Sincerely,

Joseph F. Folsom
District Director

Sessions On Utilizing the SBA 504 Fixed Asset Program Scheduled

Small businesses have big plans, big ideas and big needs. But they often have difficulty in coming up with down-payments of 30 percent of more when trying to finance the purchase of major fixed-assets such as land, buildings, machinery and equipment. SBA's 504 Loan Program gives small businesses the access to the same affordable, long-term, fixed rate financing that large businesses can get through bond markets.

The 504 program is administered through Certified Development Companies (CDCs). These organizations promote economic development in their communities and do the majority of the work on SBA 504 loans - assembling, analyzing and making recommendations

on loan packages submitted to SBA, as well as closing and servicing approved loans. There are five CDCs operating in Iowa and two of them will be offering training sessions in the coming weeks designed to inform attendees on how their programs and services can help them meet their financial assistance needs.

Siouxland Economic Development Corp. (SEDC) - will be holding an in-depth "Lender Training" workshop on Thursday, March 30th from 8:30 a.m. 1:40 p.m. at the Sioux City Convention Center in Sioux City, Iowa. Topics to be covered include: the SBA 504 Loan Program, the SBA Microloan Program, the SBA 7(a) Guaranty Program and the SEDC RLF Loan Program. Registration is \$50 per

person and covers a program manual, morning break and lunch. For more information and/or to register, contact the SEDC at (712) 279-6286

Iowa Business Growth Co. - will be holding its "The 504 Advantage" training in four locations throughout the state: April 4th from 8:30-11 a.m. at the Mid-America Center in Council Bluffs, April 5th from 8:30 11 a.m. at the Hilton Garden Inn in Johnston, April 6th from 8:30 - 11 a.m. at the Country Inn & Suites in Cedar Rapids, and April 6th from 2-4:30 p.m. at the Clarion Hotel in Davenport. Lenders, accountants, realtors and potential customers are invited to attend. Registration is \$20. For more information and/or to register, contact Iowa Business Growth Co. at (515) 223-4511.

INFORMATION

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Iowa's 2006 Small Business Week Award Winners Announced

Each year since 1963, the President of the United States designates a National Small Business Week to honor America's small businesses. Scheduled for *April 9-15th* of this year, the highlight of this annual tradition is the presentation of awards which focus on the outstanding contributions of small business persons and champions at the district, state and national levels. The SBA has announced the following winners of its 2006 Iowa Small Business Awards:

Iowa Small Business Person of the Year

**Bill Weidmaier, President
Iowa-Des Moines Supply, Inc.
Des Moines**

In 1996, Bill Weidmaier decided he wanted to own his business. With the help of financial assistance from the SBA, he purchased Iowa-Des Moines Supply, Inc.; a distributor of paper and disposables, janitorial and cleaning products, restaurant and hotel supplies, packaging and industrial products. He has led the company to an over 90 percent growth in sales while remaining a locally-owned supply distributor. Today, Iowa-Des Moines Supply has 22 employees and is in the process of adding warehouse space and employees.

As the 2006 Iowa Small Business Person of the Year, Bill will represent Iowa at National Small Business Week ceremonies in

Washington, D.C. April 12-13, 2006 where he will compete for the National Award.

Iowa and Region VII (IA, KS, MO, and NE) SBA Young Entrepreneur of the Year

**Andrew Van Fleet, President,
Darning Pixels, Inc., Waterloo**

In 2001, when the company Andrew Van Fleet worked for was sold and his position was eliminated, Andrew Van Fleet decided to create his own opportunities in his hometown of Waterloo rather than leave Iowa for more lucrative career opportunities. Since he started the business in 2001 at age 25, Darning Pixels has since grown over 20 percent, adding two additional employees, and now serves over 50 clients nationwide.

Iowa Small Business Journalist of the Year

Inga Beyer, Staff Reporter

Corridor Business Journal - Iowa City

As a reporter for the *Corridor Business Journal* - a weekly, business only publication serving Eastern Iowa - Beyer is responsible for developing, reporting and writing the editorial content of the paper. Beyer's efforts not only inform the small business community of issues important to them, but also help to increase public understanding of the importance of small businesses and their contributions to the economy.

Iowa Family-Owned Business of the Year

**Steve and Dave Bodholdt, Owners
Bodholdt Brothers, Storm Lake**

Bodholdt Brothers began as a start-up plumbing and heating business in the basement of Steve Bodholdt's home in 1977. In 1978, brother Dave joined Steve in the business. In 2002, they began to develop contracts with a neighboring manufacturer who needed to out-source component parts. By 2004, younger brother Scott joined the business and they started Prairie Fabrications to handle the manufacturing side of the business. The business now consists of over 20,000 sq. ft. of service and manufacturing space, and employs 30.

Iowa SBA Hall of Fame Award

**Ralph H. Palmer, President
The Ar-Jay Center, Cedar Rapids**

Ralph Palmer was just the sixth employee hired by the fledgling Ar-Jay Center in back in 1968. Over the years, Palmer made his way up the ladder to Vice-President at the Ar-Jay Center, before he and his son Jeffrey purchased the business in 1997. Today, he's president of the company, which has utilized SBA assistance several times along the way to becoming one of Eastern Iowa's best-known home improvement and building center businesses.

SBA Lender Activity Report for February

LENDER NAME	LOCATION	#	AMOUNT
US BANK	IOWA	10	\$1,681,800
WELLS FARGO BANK	IOWA	5	\$874,719
IOWA BUSINESS GROWTH CO.	JOHNSTON	4	\$1,665,000
SIOUXLAND ECON. DEV. CORP.	SIOUX CITY	3	\$1,272,000
BANK IOWA	ALTOONA	3	\$42,000
BANKERS TRUST	CEDAR RAPIDS	2	\$365,000
FIRST AMERICAN BANK	FORT DODGE	2	\$360,000
FIRST STATE BANK	CONRAD	2	\$355,000
NORTHWEST BANK & TRUST CO.	DAVENPORT	2	\$200,000
FIRST CENTRAL STATE BANK	DE WITT	2	\$104,800
MIDWESTONE BANK & TRUST	WATERLOO	1	\$1,200,000
CIT SMALL BUS. LENDING CORP	TEXAS	1	\$1,080,000
PRAIRIELAND ECON. DEV. CORP.	ILLINOIS	1	\$454,000
CENTRAL STATE BANK	MUSCATINE	1	\$425,000
AMERICAN STATE BANK	IOWA	1	\$350,000
COMMUNITY NATIONAL BANK	MASON CITY	1	\$300,000
EXCHANGE STATE BANK	WINTERSET	1	\$300,000
DEFIANCE STATE BANK	DEFIANCE	1	\$250,000

LENDER NAME	LOCATION	#	AMOUNT
GREAT WESTERN BANK	CLIVE	1	\$240,000
COMMUNITY BANK	ALTON	1	\$150,000
PEOPLES BANK	SIOUX CENTER	1	\$150,000
FARMERS TRUST & SVGS. BANK	WOODBINE	1	\$149,400
IOWA BANK	BELLEVUE	1	\$100,000
MIDSTATES BANK NA	HARLAN	1	\$76,000
BLACK HAWK ECON. DEV.	WATERLOO	1	\$73,000
FRONTIER BANK	ROCK RAPIDS	1	\$71,000
GLENWOOD STATE BANK	GLENWOOD	1	\$65,000
AMERICAN NATIONAL BANK	HOLSTEIN	1	\$50,000
CAPITAL ONE	VIRGINIA	1	\$50,000
DUTRAC COMMUNITY CU	DUBUQUE	1	\$45,000
NORTHWOODS STATE BANK	MASON CITY	1	\$43,200
1ST NATL BK - WAVERLY	WAVERLY	1	\$25,000
STATE CENTRAL BANK	FORT MADISON	1	\$25,000
FARMERS & MERCHANTS SVGS. BNK.	LONE TREE	1	\$23,000
BANK OF AMERICA	IOWA	1	\$10,000
GUARANTY BANK AND TRUST CO.	CEDAR RAPIDS	1	\$7,500

The following lenders in Iowa were participant lenders in the SBA's 504 loan program during the month of February

LENDER NAME	LOCATION	#	AMOUNT
Iowa-Nebraska State Bank	Onawa	1	\$1,550,000
Leighton State Bank	Pella	1	\$900,000
Bank Iowa	Cedar Rapids	1	\$752,000
United Security Svgs. Bank	Marion	1	\$451,000

LENDER NAME	LOCATION	#	AMOUNT
Council Bluffs Svgs. Bank	Council Bluffs	1	\$139,375
Heritage Bank	Alta	1	\$124,450
First State Bank	Ida Grove	1	\$65,000
Bank Midwest MN/IA	Okoboji	1	\$55,000